

John Deere Health Plan

(formerly Heritage National Healthplan, Inc.)

STATISTICS	Year Ending 12/31/98	Year Ending 12/31/99*	Year Ending 12/31/00	Year Ending 12/31/01
TennCare Enrollees at the beginning of the year	24,565	26,452	34,015	49,551
TennCare Enrollees at the end of the year	26,452	34,015	49,551	71,544
Avg. TennCare Enrollees	25,509	30,234	41,783	60,547
Number of grievances	13	24	264	2,634**
Number of malpractice claims	None reported	None reported	Details not reported	None reported
Number of years in existence	13	14	15	16
CSA Regions served	First Tennessee East Tennessee Knox County Southeast Region Hamilton County	First Tennessee East Tennessee Knox County Southeast Region Hamilton County	First Tennessee East Tennessee Knox County Southeast Region Hamilton County	First Tennessee East Tennessee Knox County Southeast Region Hamilton County
Certification/Accreditation	Nat'l Committee on Quality Assurance	Nat'l Committee on Quality Assurance	Nat'l Committee on Quality Assurance	Nat'l Committee on Quality Assurance

FINANCIAL HIGHLIGHTS

ASSETS	\$134,875,419	\$134,003,973	\$161,931,745	\$188,377,476
LIABILITIES	\$72,663,074	\$62,967,555	\$91,893,082	\$114,083,966
TOTAL NET WORTH	\$62,212,345	\$71,036,418	\$70,038,663	\$74,293,510
NET WORTH REQUIREMENT	\$9,278,107	\$10,135,104	\$10,697,469	\$12,377,685
NET INCOME FROM TENNCARE OPERATIONS	\$5,468,565	\$31,564	\$778,680	\$(694,197)
NET INCOME FROM OTHER SOURCES	\$2,495,867	\$5,957,570	\$3,055,856	\$8,613,060
TOTAL NET INCOME	\$7,964,432	\$5,989,134	\$3,834,536	\$7,918,862
MEDICAL AND HOSPITAL EXPENSES FOR TENNCARE OPERATIONS	\$25,687,028	\$44,428,331	\$63,747,016	\$98,881,622
OTHER MEDICAL AND HOSPITAL EXPENSES	\$285,561,046	\$310,748,697	\$329,959,146	\$393,499,446
TOTAL MEDICAL AND HOSPITAL EXPENSES	\$311,248,074	\$355,177,028	\$393,706,162	\$492,381,068
TENNCARE REVENUE	\$36,487,994	\$52,325,705	\$76,325,705	\$110,758,925
OTHER REVENUE	\$332,742,614	\$372,580,209	\$393,792,447	\$470,620,464
TOTAL REVENUE	\$369,230,608	\$424,905,914	\$470,118,152	\$581,379,389

ADMINISTRATIVE EXPENSE FOR TENNCARE OPERATIONS	\$5,332,401	\$7,848,856	\$11,380,719	\$12,945,300
OTHER ADMIN EXPENSE	\$40,431,127	\$52,710,545	\$58,631,552	\$64,955,094
TOTAL ADMIN EXPENSE	\$45,763,528	\$60,559,401	\$70,012,271	\$77,900,394
FEDERAL TAX EXPENSE	\$4,254,574	\$3,180,351	\$2,565,183	\$3,179,065
RATIO OF TENNCARE MEDICAL EXPENSE TO TENNCARE REVENUE	70%	85%	84%	89%
RATIO OF TENNCARE ADMINISTRATIVE EXPENSE TO TENNCARE REVENUE	15%	15%	15%	12%
RATIO OF OTHER MEDICAL EXPENSE TO OTHER REVENUE	86%	83%	84%	84%
RATIO OF OTHER ADMINISTRATIVE EXPENSE TO OTHER REVENUE	12%	14%	15%	14%

* In 1999 John Deere Health Plan purchased John Deere Family Health Plan. Therefore, data for 1999, 2000 and 2001 is not comparable to 1998 data.

**Includes both commercial and TennCare business in Tennessee.

Note: This information was compiled from unaudited NAIC filings and other unaudited sources.